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SUBJECT: CIVAIR

REF: ROME 2014

AV 4 IT-US

1. USDEL authorized explore solution multiple designation issue on basis satisfactory formulation Italian proposal.

2. While not discussed with carriers here, we have no objection offering Italians Philadelphia, provided other aspects of interest to US fall our way. One possibility is for USDEL to take position that it willing consider additional points for Italy if "From US" formulation used. This would also resolve behind gateway questions. Another possibility would be to stick to named US points but with explicit recognition of behind gateway right. In this connection, we feel rather strongly about this issue and USDEL should not concede on behind gateway operations (without requirement for change planes or flight numbers) without authorization. ~~xxxx

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US route (plus Dallas), practical value of behind gateway right is not inconsequential. PAA in particular wants behind gateway rights because of potential interchange services. Moreover, there is still question of principle and precedent in conceding behind gateway right. If fewer than 13 points included, behind gateway rights would be even more important. There is some thinking here (including TWA) that if we must choose, US might be better off with fewer points mentioned and with behind gateway rights explicitly recognized, rather than have 13 points with behind gateway rights fuzzy. In light above, suggest USDEL withhold firm offer of Philadelphia until other questions, particularly multiple designation and behind gateway, more fully explored.

3. Other alternative additional points, such as Detroit, should not be offered without futher instructions.

4. CAB staff estimates Philadelphia and Detroit would each be worth about $3.1 million to Alitalia without considering self-diversion. However, these rough preliminary estimates which

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we will refine and forward ASAP.

5. Dept/CAB concur USDEL's view that negotiations should not be broken off just because of Italian position on 747 issue. USDEL may in its discretion remind Italian Del that, if new agreement not reached, USG has option of placing itself in comparable position with respect to schedule approval and that GOI should assume it will do so if necessity arises on 747 matter.

6. CAB staff has cleared above without reference to Board.

7. Landry's office anxious to know whether we will keep Tampa speaking engagement April 28.

END

[ROGERS]

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